



U.S. General Services Administration

Federal Supply Services
Authorized Federal Supply Schedule Price List

 SCOTT SHELDON F S O 3985 Medina Road, Suite 220 Medina, Ohio 44256 Local: (330) 952-1671 Fax: (330) 952-0103 Toll Free: (877) 467-7552 www.scott-sheldon.com www.scott-sheldon.com/gsa	<u>Contact Information:</u> Program Management Scott Spyker Office: (877) 467-7552 ext 701 Mobile: (330) 904-4947 Fax: (330) 952-0103 Email: scott.spyker@scott-sheldon.com Contracts and Administration Scott Spyker Office: (877) 467-7552 ext 701 Mobile: (330) 904-4947 Fax: (330) 952-0103 Email: scott.spyker@scott-sheldon.com
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Schedule: Group 874V
Logistics Worldwide (LOGWORLD)

Special Item Numbers:
874-501 Supply and Value Chain Management

Contract Number: GS-10F-0201X

Contract Period:
April 19th, 2011 – April 19th, 2016

Business Size: Small

Federal ID: 20-8241659

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Customer Information

- 1a. **Awarded Special Item Number:**
SIN 874-501/501RC - Supply and Value Chain Management Services
- 1b. **Please see Appendices A & B for Labor Rates**
- 1c. **Labor Category Descriptions:** Please see Appendix C for Labor Category Descriptions.
- 2. **Maximum Order:** \$1,000,000
- 3. **Minimum Order:** \$300
- 4. **Geographic Coverage (Delivery Area):** Domestic and overseas
- 5. **Point of Production:** Not Applicable
- 6. **Discount from List Prices:** All prices listed are net prices
- 7. **Quantity Discounts:** Not applicable
- 8. **Prompt Payment Terms:** No special discount is offered for prompt payment. Payment terms are net 30 days.
- 9a. **Acceptance of Government Credit Cards:** Government credit cards are not accepted
- 9b. **Acceptance of Government Credit Cards:** Government credit cards are not accepted
- 10. **Foreign Items:** Not Applicable
- 11a. **Time of Delivery:** As specified on each task order
- 11b. **Expedited Delivery:** None
- 11c. **Overnight and 2-Day Delivery:** None
- 11d. **Urgent Requirements:** Not Available
- 12. **F.O.B. Points:** Destination

13a. Ordering Address:

Scott Sheldon, LLC
3985 Medina Road
Suite 220
Medina, Ohio 44256

(330) 952-1571 phone
(330) 952-0103 fax
(877) 467-7552 toll free

14. Payment Address is as Follows:

Scott Sheldon, LLC
3985 Medina Road
Suite 220
Medina, Ohio 44256

(330) 952-1571 phone
(330) 952-0103 fax
(877) 467-7552 toll free

15. Warranty Provision: Not Applicable

16. Export Packing Charges: Not Applicable

17. Terms and Conditions of Government Purchase Card Acceptance: Government credit cards are not accepted

18. Terms and Conditions of Rental, Maintenance, and Repair: Not Applicable

19. Terms and Conditions of Installation: Not Applicable

20a. Terms and Conditions of Repair Parts Including Date of Parts Price Lists and Any Discounts from List Prices: Not Applicable

20b. Terms and Conditions for Any Other Services: Not Applicable

21. List of Service and Distribution Points: Not Applicable

22. List of Participating Dealers: Not Applicable

23. Preventive Maintenance: Not Applicable

24a. Special Attributes: Not Applicable

- 24b. Section 508:** If applicable, Section 508 compliance information on Electronic and Information Technology (EIT) supplies and services will be addressed on a task order basis. The EIT standards can be found at www.Section508.gov.
- 25. Data Universal Numbering System (DUNS) Number:** 784870169
- 26. Central Contractor Registration (CCR) Database:** Scott Sheldon is registered in the Central Contractor Registration (CCR) Database.
- 27. Uncompensated Overtime:** Scott Sheldon labor rates were developed utilizing uncompensated overtime for exempt employees. All hours delivered will be at the rates reflected in the price list.

About Scott Sheldon, LLC

Background

Scott Sheldon, LLC is a full service Supply Chain consulting firm that has been in business for over 6 years. Scott Sheldon provides technology support and business consulting services related to logistics, distribution, warehousing, and transportation for a variety of industries. The company was founded by owner, Scott Spyker, who saw firsthand how client consulting needs and expectations were being ignored by larger consulting firm that were more expensive and ineffective. He observed that client projects were being plagued by the problems of lateness, budget overruns, and poor execution. A big gap in the services to clients seemed be poor communication and lack of experienced resources. His goal was to address these issues in a cost effective and realistic manner by providing common-sense and practical solutions to clients developed by resources with deep industry experience. His motto became “We Get it.” The guiding principles include making sure that each customer is satisfied to the point that they would engage the company again and consider Scott Sheldon a long-term relationship partner. Scott Sheldon’s staff provides practical industry expertise, technical savvy, and a no-nonsense business mindset.

Scott Sheldon started off as a technology focused company implementing warehouse management systems and custom software solutions. Having extensive experience in the supply chain and logistics field, Scott added employees with similar expertise and began offering business process consulting services while expanding the technology business to include transportation management software implementations, RFID, and niche software products. With a strategic goal of becoming a full service Supply Chain consulting firm, Scott Sheldon added additional capability by offering more strategic services such as supply chain strategy developed, distribution network and transportation modeling, and Lean optimization, and capacity planning capabilities. Scott Sheldon’s goal is to become a market leader in the mid-market supply chain consulting space.

Differentiator

While competitors may have similar offerings, Scott Sheldon differentiates themselves by the following attributes:

- **Seamless integration of business and technology** solutions. Many supply chain consulting vendors can provide either technology or business consulting. We have an integrated approach and only hire resources that fit this template.
- **Re-usable solutions.** Many of the solutions we provide our customers are based on our standard methodologies and tailored to provide the right solution to the customer. This method keeps the cost low while providing proven and documented deliverables to the customer.
- **Seasoned resources** with multiple years of industry experience. We employ no junior-level resources without industry experience.
- **Practical solutions** – We believe that the customer does not always need the “Cadillac” solution when a Ford Taurus will work equally as well at a lower cost.
- **Honesty, Ethics, and Trust.** Ensuring our consultants deliver against these values have allowed us to grow our customers into long-term relationships.

Scott Sheldon employs only seasoned professionals with at least five years of experience in the industry. These experts have a thorough understanding of complex supply chain operations, processes, and technology capabilities. Corporate offices are located in Wadsworth, Ohio. Scott Sheldon, LLC knows the importance of delivering the “right-size” solution in a reliable, on-time, and cost effective manner. Scott Sheldon, LLC personnel carry a variety of certifications and are active with several industry organizations and publications. Scott Sheldon, LLC, believes in promotion from within: several of our current consultants began their careers here programmers or analysts and have moved into more senior roles by continuing education and ongoing industry experience.

Client Satisfaction

Scott Sheldon, LLC has received numerous awards and customer recognition for its work. The company has served many various sized companies from small ones like FieldTurf Corp. to high profile companies like Newell Rubbermaid, Igloo Container, International Paper and Lennox International. In order to maintain their long-term customer relationships, Scott Sheldon, LLC personnel have learned to be honest, efficient, and ethical – on top of being skilled enough to please the most discriminating client in the continental US and Canada. The standards of quality we meet here on a daily basis are significantly higher than that of the ‘normal’ marketplace expectations and demands.

Approach

Scott Sheldon, LLC compiles estimates by computer and uses a computerized accounting system to break out job costs on a weekly basis for review with project managers and individual clients. Meetings are required on all jobsites, and all company personnel meet regularly to coordinate activities and allocate manpower. In addition, our computer/internet skills are higher than normal.

Our website, www.scott-sheldon.com, carries complete information on our company history, capabilities, and success stories.

Scott Sheldon's Logistics Worldwide Service Offerings

The GSA Schedule for Logistics Worldwide (LOGWORLD) is intended to provide federal agencies and others with a quick and efficient means of managing their logistics needs. This contract vehicle provides clients with services spanning all aspects of logistics.

Through LOGWORLD, federal agencies can procure comprehensive logistics solutions that enhance or replace existing operations. Scott Sheldon can help your agency reinvent its supply chain, acquire logistics support for a product or system, modify its transportation network, supplement its deployment capabilities, and obtain necessary logistics training.

SIN 874-501: Supply and Value Chain Management Services (Page 9)

Supply and Value Chain Management Services (SIN 874-501)

Services that include all phases of planning, acquisition and management of logistics systems. These services include, but are not limited to planning, acquisition, design, development, testing, production, fielding, management, operation, maintenance, sustainment, improvement, modification and disposal. Examples of the type of services that may be performed under this SIN include: Logistics consulting for planning for the acquisition and life cycle phases of supply and value chain systems including the following: defining and establishing program objectives, strategies, plans and schedules; develop milestone documentation; market research and acquisition planning; material requirements identification, planning, acquisition and management; develop specifications or performance based work statements and task estimates; develop, document and support maintenance procedures and technical manuals; configuration data management and related documentation; expansion and consolidation studies, field problem analysis and recommendation of corrective actions and system modernization; Needs assessment/system assessment; Inventory/asset/vendor management; Inventory management and operation (inclusive of salvage, recycle and/or disposal management); operation of warehouses, stockrooms, storage facilities or depots; Fulfillment systems and operations; platform management; Information logistics processing systems analysis design, and implementation; staging, shipping, receiving, packing, crating, moving and storage (excluding household goods); packaging, labeling, bar coding system consultation, design, implementation, operation and maintenance; design and installation of material handling systems; hazardous material storage and handling (**Non-radioactive only**); warehouse and location management systems; recycling program management of warehousing materials; preservation and protection of specialized inventory or documents; maintenance, repair and overhaul (MRO) support and/or support process management; aircraft repair and maintenance; ship repair and maintenance; property disposal management; logistics strategic planning services; logistics systems engineering services; logistics program management services and support; Unique Identification (UID)/Radio Frequency Identification (RFID) services; Program and project management; acquisition and life cycle management; spares modeling; supply chain integration planning; global integrated supply chain solutions – planning and implementation. (note – acquisition functions can not be procured as stand-alone services).

LOGWORLD Terms and Conditions

GSA multiple award schedule contracts are awarded in accordance with the provisions of the Federal Acquisition Regulation Part 12 Acquisition of Commercial Items. To the maximum extent practicable, GSA multiple award schedule contracts include only those clauses and terms and conditions, either required to implement provisions of law or executive orders applicable to the acquisition of commercial items, or determined to be consistent with customary commercial practice. Ordering agencies may incorporate provisions in their task orders that are essential to their specific requirements (i.e., security, hazardous material handling, key personnel, etc.), provided they do not conflict with the terms and conditions of the contract. These provisions, when required, must be included in the individual task order, and any costs necessary to comply with the provision(s) prohibited by law.

The terms and conditions of Scott Sheldon's LOGWORLD contract are current through **Refresh 8** to Solicitation Number TFTP-MB-008745-B. An electronic version of the LOGWORLD solicitation may be found at FedBizOpps by following this link:

<http://www.fbo.gov/spg/GSA/FSS/10FT/TFTP%2DDB%2D008745%2DB/listing.html>

The Service Contract Act (SCA) is applicable to this contract as it applies to the entire Logworld Schedule and all services provided. While no specific labor categories have been identified as being subject to SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCA eligible labor categories. If and / or when the contractor adds SCA labor categories / employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.

Rate Structure

We are providing specific labor categories and their associated rates for SIN 874-501/501RC. Labor rates are valid from 04/19/2011 – 04/18/2012. Economic Price Adjustments (EPA's) will be developed based on the "I-FSS-969 ECONOMIC PRICE ADJUSTMENT—FSS MULTIPLE AWARDS SCHEDULE (JAN 2002)" regulation.

LOGWORLD SIN 874-501/501RC – Supply and Value Chain Management Services	
Labor Category	Hourly Rate
1. Supply Chain Engineer (Senior Logistics Strategist)	\$130.98
2. Distribution Network Optimization Specialist (Senior Logistics Subject Matter Expert)	\$120.90
3. Project Manager	\$113.35
4. Lean Six Sigma Engineer (Process Transformation Analyst, Level II)	\$113.35
5. Supply Chain Analyst (Logistics Specialist)	113.35

LOGWORLD LABOR CATEGORY DESCRIPTIONS

Each labor category specified below is defined with regard to education, general experience, and specific experience requirements. Training and certification requirements for a labor category are specified in the specific experience description. The duties normally performed by a person assigned to a labor category position are defined.

Scott Sheldon recognizes that successful performance depends on having the right skills and experience. These skills and experience, in turn, are acquired through the proper mix of education and professional experience. More and more, we find that the skills needed to support advanced technology efforts, and to meet today's problems and tomorrow's challenges, are not always supported by a traditional education and work experience combination. Therefore, Scott Sheldon may substitute between equivalent experience and education in order to provide the quality of services required by the client.

1. SUPPLY CHAIN ENGINEER (Senior Logistics Strategist)

Education: M.S., M.A., or MBA degree.

General Experience: Typically has 13 or more years experience in providing strategic planning across various functional areas for the Federal Government.

Duties: Provides facilitation and strategic planning expertise for logistics engagements. Assists organizations with review of their mission, vision, goals, and objectives and helps formulate the organization's strategic plan. Provides guidance in the development of overarching logistics strategies to support the organization's strategic plan. Facilitates the conduct of strengths, weaknesses, opportunities, and threats (SWOT) analysis in support of strategic planning. Also facilitates the conduct of customer needs assessments to identify specific customer requirements for the strategic planning process. May also assist in the development of an enterprise logistics IT strategy. May also develop/facilitate strategic planning war games or other scenario-based strategic planning efforts. Provides management and oversight of Junior Logistics Strategist and other personnel supporting the strategic planning efforts.

2. DISTRIBUTION NETWORK OPTIMIZATION ENGINEER (Senior Logistics Subject Matter Expert)

Education: B.A. or B.S. degree.

General Experience: Typically has 12 or more years of experience providing logistics support for major systems or conducting logistics analyses.

Duties: Provides high-level consultation support to task personnel involved in performing tasking associated with logistics engineering, analytical, or acquisition projects. Provides guidance on the preparation of integrated logistic plans and policies and procedures for logistic support for major systems. Ensures that proper logistics considerations are included in system development processes at each major milestone. Performs analyses to determine system maintainability, reliability, and supportability requirements. Documents results of the analysis in a report format. Develops systems maintenance concepts and plans and life-cycle supply requirements and processes to meet supply requirements. Performs cost analyses associated with systems logistic support and develops and reviews systems acquisition projects' operating plans and procedures to ensure logistic support considerations are included. Performs technical training, configuration management, and quality assurance. Provides oversight and guidance to junior logistics personnel.

3. PROJECT MANAGER

Education: B.A. or B.S. degree.

General Experience: Typically has 8 or more years experience in managing large, complex technical efforts involving multiple facets of an engineering discipline.

Duties: Performs day-to-day management of assigned task order projects that involve teams of engineers, scientists, and management professionals involved in analyzing, designing, integrating, training, testing, documenting, implementing, or maintaining complex systems. Demonstrates proven skills in those technical areas addressed by the specific task order to be managed. Organizes, directs, and coordinates planning and production of all activities associated with assigned task order projects. Demonstrates written and oral communication skills. The Project Manager interfaces directly with the Government Project Manager or Program manager in the management and execution of the assigned task.

4. LEAN SIX SIGMA ENGINEER (Process Transformation Analyst)

Education: B.A. or B.S. degree

General Experience: Typically has 5 to 7 years experience in business process leadership and analysis.

Duties: Manages business process reengineering transformation tasks, requiring task leadership, planning, reporting, team member guidance, and issue resolution. Collects data not limited to interviewing and focus group studies. Conducts performance measurement and cycle time analysis to define performance expectations and quantify the measures of how work is performed. Employs process modeling and simulation to complete the design of the business system and to model and simulate sub-processes. Defines roles, jobs, and teams, as well as staffing needs. Designs career paths and incentive programs. Performs activity-based costing to quantify the labor costs associated with specific process tasks, based on current work volumes and staffing.

5. SUPPLY CHAIN ANALYST (Logistics Specialist)

Education: B.A. or B.S. degree.

General Experience: Typically has 5 to 7 years experience providing logistic analysis for acquisition and operations functions.

Duties: Supports the program manager and task managers in the performance of logistics technical analyses. This includes the review of logistics policy and guidance, development of logistics support plans, and providing input to other acquisition milestone documentation. Provides support and logistics expertise to logistics strategic planning efforts, business process reengineering efforts, and various financial analyses. Assist in the conduct of specific technical analyses such as capacity planning, warehousing analyses, and transportation analysis. Assists in the conduct of system design alternatives analysis and other logistics analyses. Provides guidance and supervision to junior logistics specialist personnel.